

***754th Electronic Systems Group
Operations and Sustainment –
Maxwell Air Force Base-Gunter
Annex AL***

***ACQUISITIONS AND
COMMODITIES DIVISION
(754 ELSG/KA)***

Ms. Rosa LeSure Shannon



2006 Veterans and Service-Disabled Small Business Conference
Veterans Doing Business with the Department of Defense



Agenda

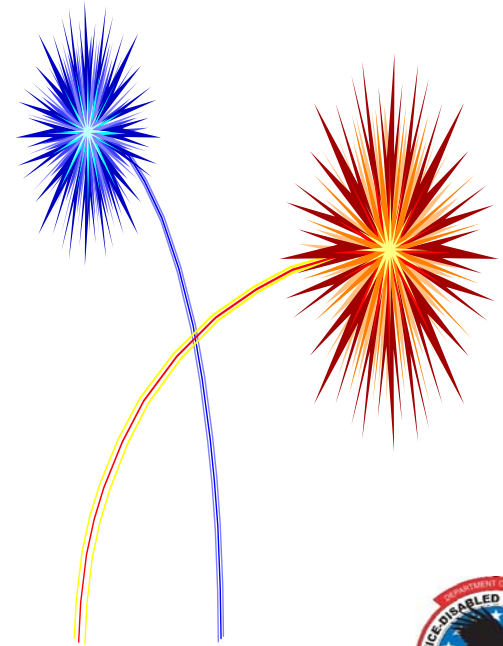
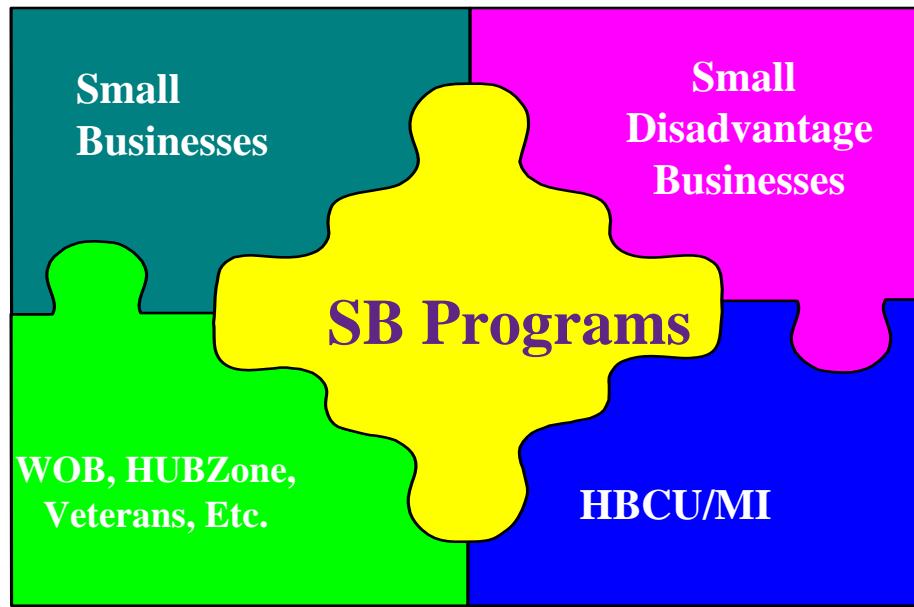
- **754 ELSG's Small Business Programs Mission**
- **What Do We Do?**
- **Who Do We Support?**
- **How Do We Get There?**
- **LRAE Industry Business Opportunities**
- **754 ELSG Outreach Initiatives and Small Business Programs**
- **Summary and Questions**



754 ELSG SMALL BUSINESS PROGRAMS

Mission:

Maximize Contracting Opportunities and promote Effective Outreach to Small Business

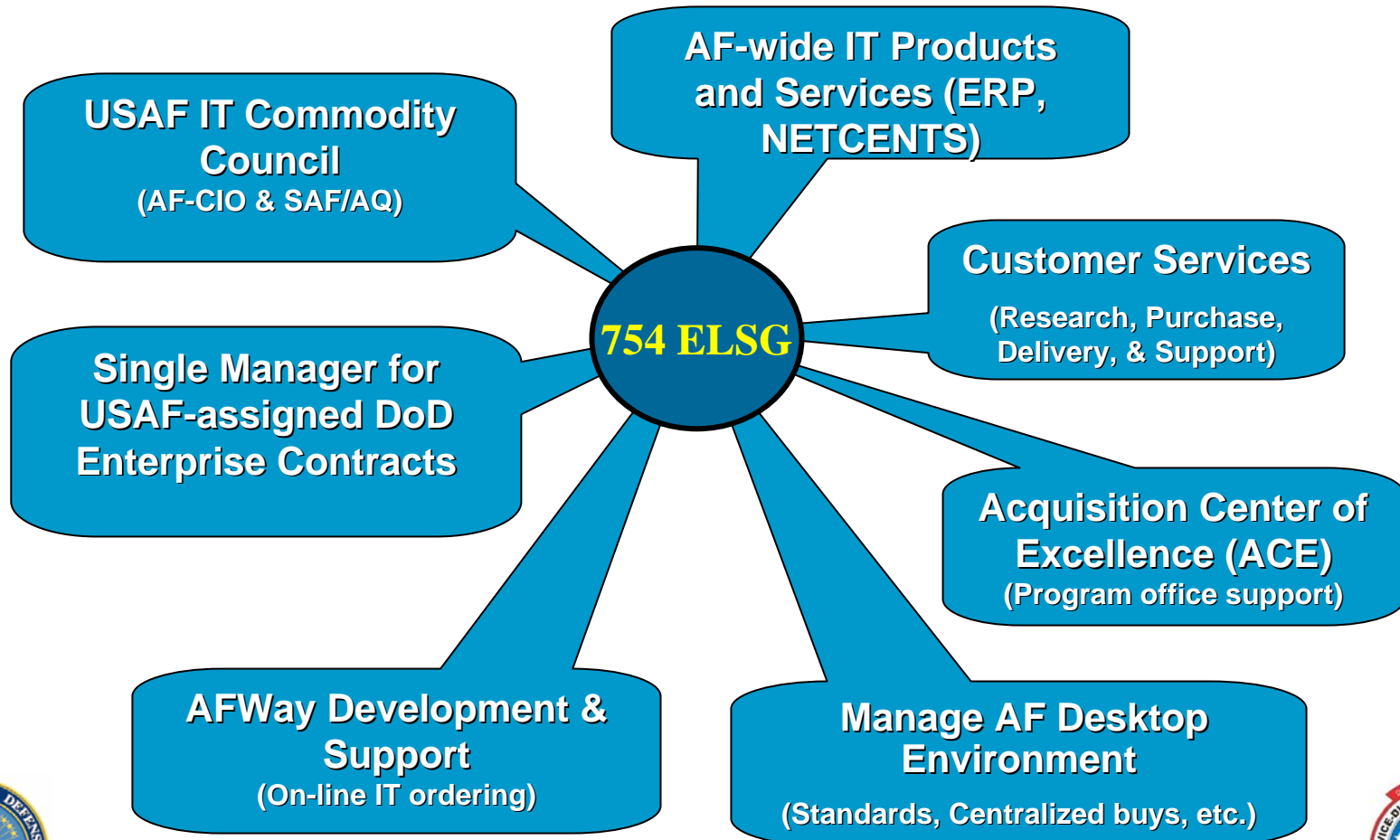


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What Do We Do?

Counsel and Assist IT Acquisition Leadership!!



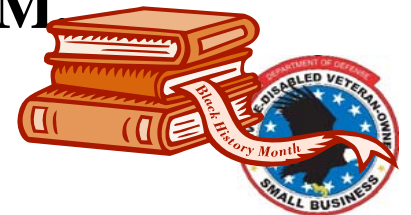
Who Do We Support

- **Supports Information Technology Commodity Council's (ITCC) acquisition strategic development for enterprise solutions**
- **6% of AF ITCC's Desktop/Laptops Quarterly Enterprise Buy**
 - **The AF's ITCC, sponsored by SAF/XC and SAF/AQ, completed their second FY06 Quarterly Enterprise Buy (QEB) ... 9,612 desktop/notebook computers and 5,828 monitors purchased while saving an estimated \$2.6M and exceeding our small business goal by buying 20% through qualified small business vendors**
- **Subcontracting Opportunities**
 - **NETCENTS is exceeding its 20 % goal for Small Business Subcontracting goals**



How Do We Get There?

- True **SUCCESS** in the Acquisition Community stems from dedicated leadership in the management ranks and a steadfast commitment to related ideals from those at the top on down
 - Policy Oversight, Effective Policy Development and Implementation
 - Early Involvement
 - Requirement Identification and Funding on Major Programs, Task and Delivery Orders
 - Acquisition Strategy (prime and subcontracting)
 - Recognition as a vital Team (KA, JA, PM, FM Small Business and Other Customers)



LRAE Industry Opportunities FY 2007



- **Information Technology Services:**
 - **Program Value \$500M**
- **Small Business IT Services – 8(a), Hub Zone, Service Disabled Veteran Owned Small Business**
 - **Program Value \$250M**
- **AF Enterprise Software Initiative (ESI) – COTS and associated Services: (Information Assurance, Enterprise Management and Geospatial Information Systems**
- **Digital Printing and Imaging**
- **Deliberate and Crisis Action Planning and**
- **Execution Segments (DCAPES)**
- **Professional Acquisition Support Services (PASS),**
- **Engineering and Technology Acquisition Support**
- **Services (ETASS) and Specialized Cost Services (SCS)**



754 ELSG Outreach Activities

- **Road Shows and DoD/ Federal Agency Visits**
 - **Contract Vehicles**
 - **Mandatory Use Policies**
- **Strategic Vendor Partnerships**
 - **Cadre of High Quality & Value Vendors**
- **Professional Staff Ready to Serve New and Existing Customers**



Small Business Programs' Initiatives

- **Enhance opportunities for the Section 8(a) Program and Service Disabled Veteran Owned Small Business**
- **Identify and utilize HUB Zone Small Business Competitive Advantages**
- **Increase Outreach and Prime Contract Awards to HBCU/MIs and Improve Participation in OSSG Programs**
- **Increase Small Business Strategic Sourcing opportunities—countering Contract Bundling on ITCC, NETCENTS and other Contract Vehicle using Data Analysis and Performance Integration**



Team Success!



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Why do you have Small Business Programs?



It's the Law!

*and 754 ELSG SMALL
BUSINESS ADVOCATE HAS
THE MOST EXCITING
JOB IN THE WORLD!*



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Summary and Questions?

THERE IS NOTHING

SMALL

GOING ON HERE!!!!



Important Websites:

Electronic Systems Group (ELSG):

<https://afway.af.mil/>

<https://ossq.gunter.af.mil/aq/netcents/homepage.aspx>

Electronic Systems Center's (ESC) Hanscom Electronic Request for Proposal Bulletin Board (HERBB):

<http://www.herbb.hanscom.af.mil>

Federal Business Opportunities (FBO):

<http://www.fedbizopps.gov>

Selltoairforce: www.selltoairforce.org

